

INDIVIDUAL MASTERY

HOW TO MAKE
THE MOST OF
YOURSELF *By*
HENRY SHERIN



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Book 55

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INDIVIDUAL MASTERY

HOW TO MAKE
THE MOST OF
YOURSELF —



Henry Sherin

INDIVIDUAL MASTERY

OR

HOW TO MAKE THE MOST OF YOURSELF

COMPILED FROM
LECTURES

DELIVERED BY
HENRY SHERIN

*Of health, and wealth, and wisdom,
You may have a liberal share,
If you will be but guided
By the words these pages bear.*

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DEDICATED

To those who want a hope that cheers,
And banishes their doubts and fears
Of being able to succeed
In getting everything they need.

HAPPINESS THROUGH MAN'S MASTERY

ONE of the chief qualities man inherited from his progenitors is the desire to unload the responsibility for his troubles upon some person, circumstance, or condition outside of himself.

Adam blamed Eve for his trouble. Eve blamed the serpent. And men and women exhibit the same characteristic to-day. The man who is in trouble says he became the victim of some person or condition which controlled his thought and action and forced him into his unfavorable circumstances. This condition should not exist and never will when man thinks, lives, and acts as he should.

Man was made to be the lord and master, and never the slave, of himself, his conditions or circumstances. He was made to enjoy life and live happily during his career in this world. If he is the slave of some habit, circumstance, or condition, he cannot live as he should, and therefore cannot be truly happy.

The man who is not the master of himself

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and his conditions cannot be called a happy man, though he may be called a happy slave.

Every human being has a right to claim the enjoyment of life and liberty on this planet, for the Great Creator never made a man or woman to be miserable. Misery is made by the human and never by the Divine.

Many morose, sour, lazy, non-progressive people do not believe this, and their faith and their thoughts manufacture miseries innumerable for themselves.

Human miseries are wilfully or thoughtlessly created by man.

When the Great Creator fitted out this beautiful world to be the home and school of development for man, He furnished it with much to please the eye, to charm the ear, to regale the taste, to cheer the heart, and to interest and entertain the mind.

He carpeted the fields with green, decorated the groves with shady foliage, loaded the trees with luxurious fruits, painted the flowers in charming colors, tuned the little birds' throats with cheerful songs, stored earth's vaults with countless treasures, filled the mountain sides with babbling brooks, and hung a canopy over us—

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With sparkling gems that ever shine
For man immortal and divine.

The desire to be happy is born in man, as is seen in the child that prattles on the carpet, or romps upon the lawn, and this desire should be gratified in legitimate ways and by legitimate means.

But as he stands upon the threshold of life, looking into the great future, he is often carried away by temporary emotions, and foolishly thinks that the unbridled gratification of his animal appetites will plunge him into happiness never before experienced. In this he soon finds that he is mistaken, and that the unrestrained gratification of his animal appetites and desires leads only to destruction and death.

It is by attempting to gratify these desires that a man often develops lasting and ruinous habits which are so difficult to shake off later in his career.

Life will be an awful disappointment to the man who permits any appetite to become his master. It may give him a great deal of pleasure at first, but it will finally make him a slave who will ever dread to disobey the stern de-

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mands of his tyrannical boss, who delights to destroy his talents and degrade his body, mind, and soul.

There can be no true happiness and satisfaction secured for man through his animal nature.

The libertine indulges in his bubbling, costly exhilarations only to find distress, disappointment, and disgust. The epicurean fills himself with the luxuries of the culinary art, only to discover indigestion, pain, and melancholy. The money hunter gives up all his time and talents to capture the dollars, and when he has heaped up millions, discovers that money beyond his positive needs is a delusion and a snare. There is nothing in which men deceive themselves so much as in the pursuit of happiness, because they generally have a wrong conception of life.

Happiness is a mental condition, not a physical one. Mark this: happiness depends upon the condition of the mind, and no man can secure this condition through the animal appetites, passions, and desires.

Man is a spiritual being and must come into harmony with the Great Spirit before he can experience a happiness that is satisfying. This

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is absolute. It is a truth that has never failed, and there is no exception to it. But the great majority of the human family do not believe this. See them chase after some phantom which constantly eludes their grasp, and though all previous experience has demonstrated the futility of securing the object of their desires in this way, yet they push on to disappointment, disgust, and despair.

I have seen a farmer feed his hungry hogs on a cold November morning in the country, and when he poured his bucket of hot mash into the trough, the first hogs to reach the food plunged their snouts into it to their sorrow and retreated in anger, for the hot food had scalded them. But this did not deter the later arrivals from sticking their snouts into the hot food also. So it is with man. No matter how many have had their noses, stomachs, and characters burned with dissipations in trying to satisfy the hunger of their natures, it does not deter others from rushing into the same fires which scald more severely than hot mash does the hog.

There never was an age before this in which people tried with such determined energy in so many ways to secure happiness as to-day,

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and the kind they generally obtain vanishes like the morning dew before the rising sun.

They race to theatre and show,
Or to society to know
The happiness their hearts desire,
But in these things they never find
A satisfaction to their mind,
Or peace which they require.

We are all conscious of the messenger within us that calls for satisfaction. This is our spirit voice calling for harmony with the Author of our being, and refusing to satisfy its hunger with the husks of time and sense.

Our happiness, strength, and ability to rise above the trials, troubles, and unhealthy conditions that surround us depend on our being in harmony with the Divine. When we are in this condition we shall be beyond the power of the finite, and have no fear of disease, distress, or fate, for the arm of the Almighty will be our strength.

We have learned from our experiences or observations that it is impossible to be happy by the simple ownership of millions, or by gratifying the animal appetites and desires, for we have seen the rich, the statesman, professor, and libertine tossed from their lofty positions

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in the world into the dust of disgrace and slough of despair because they did not have a correct view of life.

Without the realization of the union of the human and divine, no man can understand his place and work in the world. He may be as rich as Rockefeller, as great as Alexander, and as wise as Solomon, but without this harmony in his character he will ultimately be a failure. Man was made to be happy especially through his activities. He is an active being and should derive a great deal of pleasure through the development of his faculties. He should not hope to be happy who refuses to work and take an active interest in the affairs of mankind. The poor tramp who would live on the hand-outs from the dwellers by the country roadside, and the rich tramp who goes around the world, sponge-like, trying to absorb everything possible cannot be truly happy. They may feel a kind of animal happiness, as the dog does with a fresh meat bone, but they have no real satisfaction.

Work is the duty of man, without which he cannot be properly developed. Thus it behooves him to labor, no matter how much money he may have inherited, for without

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labor of some kind, he will be a weakling, inefficient and unhappy.

The world has a right to expect of every sane man, no matter what position he may occupy, that he take an interest in not only his own development, but also in that of the brotherhood of man. Each individual is a part of the whole.

First give attention to yourself. "Know thyself," the philosopher said. But few know anything of the value of the talents they possess. Like the pearl oyster, they are unconscious of the wealth that lies within them, hidden from the world.

I have trained a large number of salesmen, many of whom became very successful business producers, but the initial experiences of some of the most successful were very discouraging, because they were unconscious of the abilities they possessed. But with proper instruction, good examples, and persistent endeavors, they became masters of themselves. They discovered their valuable talents and how to use them to the best advantage, and were lifted by their own personal efforts into great successes and abundant prosperity.

Many a sleepy clerk or workman has the

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shrewdness of a Marshall Field, the diplomacy of a John Hay, the business capacity of an E. H. Harriman, or the mechanical genius of a Charles Schwab, but is unconscious of it.

Thousands of men and women who have never tried to find out what they possessed in the way of mental and physical resources are going about complaining of their weakness and lack of ability to do things. The valuable minerals are discovered only by earnest search and can be mined only by hard work. So you can find out what is in your general make-up only by earnest attention to self. Knowledge of self is the most important thing to obtain and demands that you put it at the top of the list of your studies.

Do not make the mistake of thinking you can neglect this matter and afterwards enjoy the blessings of a healthy, prosperous life and the satisfaction of a happy, ripe, old age.

Young men talk of sowing wild oats, and think it can be done without loss. But the old declaration is as true now as it was two thousand years ago: "Whatsoever a man soweth, that shall he also reap." This is a truth which has been proved by every human being since the world began. It is an absolute truth writ-

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ten in the record of every man and woman and will be until time shall be no more. Look at the failures and suffering to be seen everywhere, and how easily they can be accounted for. They reaped what they sowed. Sow dissipations and you will reap physical and mental torture; sow idleness and you will reap poverty and distress; sow doubt and fear and you will reap failure and despair. But sow faith and hope and you will reap happiness and peace. Scatter active, healthy, loving thoughts and you will reap health, power among your fellows, and prosperity.

When you start the business of living, you should decide as early as possible what natural capital you have for this business. Guesswork will not do, nor will it do to go on experimenting on every idea that comes to you or that may be suggested to you by others. This kind of testing will most certainly end in failure.

Many naturally able men drift through life unfitted for any vocation, because they failed to discover themselves in their youth. If you will study yourself as carefully as you would any other subject, you will soon find out what you possess in the way of natural capital. Some of your talents may appear insignificant

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at first, but they will soon develop with exercise.

In the matter of deciding your vocation, you may sometimes be assisted by some experienced teacher or character reader, but beware of fakers who tell you in large display advertisements of their ability to read your character and decide on your vocation from a sample lock of your hair sent through the mails.

Spend no money on such fakers, no matter what their pretensions are.

You may not be able to start life in the business or profession you would desire. There are few who do. Carnegie was a weaver boy; Lincoln was a farmer; Rockefeller a commission clerk at four dollars a week; Andrew Johnson a tailor; Sir William MacKenzie ran a village sawmill; Lord Strathcona was an Indian trader; and Thomas A. Edison was a newsboy on a train. All of these and a great many other distinguished men began with the first work opportunity offered, and put their best efforts into whatever they were employed at. The experience of each was a part of his education, for no employment is so menial that it does not develop some fresh ideas in the active, thoughtful mind. Very few bank presidents have

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started life in financial institutions, and railway magnates often have come up from the ordinary laboring classes. When young they all attended the school of honest, hard toil, which developed their bodies, trained their minds, and established their characters on good, healthy foundations which fitted them for the greater future duties they were to assume.

Do not be discouraged if you do not get into your coveted occupation at the beginning of your business life, but try to bring to every position you occupy all the thought, wisdom, and energy that are possible, so that you may prove to yourself and others you are a master of your work.

Passing up from one position to another is an education and may be of great benefit to you in the future.

It is a good thing to be a specialist in some particular line, but it is not a weakness to have a general knowledge of several lines of business, if you will give proper attention to the matter so as to be able to utilize your experience. There are more people failures because of lack of application and concentration on the business they are engaged in, than because of lack of natural adaptability. Your success in

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any enterprise will generally depend upon the amount of application and perspiration you give to it. If you will to succeed, you can and you will.

Do not let any person persuade you that you are fitted by nature for only one vocation, to the exclusion of all others; for if this be so, and you cannot get into this occupation early in life, or you fail to make a living at it because of some circumstances as an oversupply, you will be left on charity.

Thousands are existing upon charity to-day or depending upon their families, because they were compelled to give up their vocations on account of ill health or of business depression.

I have seen college professors, clergymen, physicians, and lawyers, who were highly educated men, unable to earn a living outside of their regular professions, and the reason was that they had given attention to one subject to the exclusion of all others. They stepped into a rut early in life, and remained in it mentally and physically until they became incapacitated for any other employment. I have endeavored to use some of those gentlemen as salesmen, but their services as such have generally been unprofitable to the business.

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Many of the so-called educated classes are the least resourceful people in the land, because they know scarcely anything outside of their professional lines, for which reason so many of them fail in business ventures.

Every professional man should know as much of business as it is convenient for him to learn.

While your profession should be uppermost in your mind, do not be afraid to take an interest in other things, especially in everything you eat and wear, learning how they are prepared for your use. Make yourself familiar with every subject that attracts your attention, or business you may be employed in for a time, for it is part of your education. Students have had to engage in various occupations to pay their expenses when at college, and many years after were able to turn their knowledge of business gained in this way to good advantage.

Street-car conductors have become street railway presidents; college-bred hotel clerks have risen to be hotel proprietors; book agents have developed into publishers; and newspaper reporters into metropolitan editors.

Before entering upon any life work, study carefully your mental phenomena, for the mind

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is the man, and what the mind is, the man is and will be. The body is but the machine in which and through which the mind works; hence the necessity of training and developing the faculties to think.

HOW TO THINK

YOU are conscious that you are a personality, with powers to think, feel, and act. Remember: "As a man thinketh in his heart, so is he."

To learn to think properly is a very important matter, for your acts will be like your thoughts. Your life will be of the same character as your thoughts, and your external appearance at ease and in motion will be determined by your thoughts.

In this respect man differs from the lower animals. From his earliest infancy he thinks, as is seen in the child on the mother's knee, which very early shows its discriminations. These discriminations are due to thought, for it cannot discriminate without thinking. As the child begins to observe, its curiosity is aroused, its thoughts begin to flow, and are expressed in the many questions asked by the babe before it can speak plainly. It is a pity that this spirit of questioning does not stay with the man all through life, for then he would be wiser and better developed.

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The weakness of the modern man is that he will not think, or allow time for thought. With the rush of business, the reading of the daily papers, and his efforts to secure some little amusement, he believes there is no time for thought, no time to fix the mind upon any special subject for even an hour.

This desire to avoid the responsibility, work, and weariness of thinking on business, politics, and religion, has caused him to try to unload upon the efficiency agent, the political boss, and the priest or minister, the work of thinking for him. And yet men waste days and years in idle games and useless employment out of which no profit comes.

The priceless moments of each day
They foolishly let pass away,
To come again no more ;
While they might in each golden hour,
By thought develop mental power,
'Acquiring useful lore.

Men have become brilliant writers, learned scientists, gifted musicians, and great inventors by using their so-called spare moments to advantage. Each chose a thought and concentrated upon it and turned the hours that might have been wasted into coins for future use.

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Concentration on some thought for even a short time each day will work miracles in your life. But without concentration you cannot hope to accomplish much in this world.

If you would be a success at anything, get an idea, concentrate upon it, make it a part of your being, and it will produce; it will bring forth.

Concentration made Thomas A. Edison a marvelous inventor, J. J. Hill a powerful railroad owner, Theodore Roosevelt an expert statesman, John Wanamaker a merchant prince, and U. S. Grant a mighty general.

A distinguished genius and inventor of our country was asked by a clergyman if his great successes in working out his inventions were not due largely to inspiration. He replied that about ten per cent. was due to inspiration, and the balance to concentration and perspiration. Concentration brings forth perspiration, and without this combination there can be no great success in any enterprise whatever.

Thinking without purpose is like drifting at sea. Your landing is uncertain, and your safety doubtful.

If you would gain success with any idea, you must concentrate upon it, for all the successful men of all ages have been men of concentration.

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They were men of one idea which so filled their minds that it excluded every other. By this mode of thinking, you can create health, wealth, and happiness. Think of health until it will be impossible for a disease thought to enter. Think of prosperity until every cloud of adversity disappears. Think of happiness until a continuous smile lights up your face even when you are asleep. The power that created you ever waits to heal all your diseases, relieve all your pains, banish all your fears, kill all your worries, and give you perfect health, abundant prosperity, and happiness beyond measure.

If poor, weak, sickly thoughts would try to crowd into your mind, get rid of them by concentrating upon some high-class ideal, full of life, beauty, and vigor. Ideals mould our thoughts, build our characters, and shape our bodies. The more we concentrate upon our ideal, the more like it we will become. This is an absolute truth. Concentrate upon an ideal that is rough, coarse, and vulgar, as the savage, and you will be like your ideal. Concentrate upon that which is weak, sickly, and delicate, and you will not be vigorous and strong. Concentrate upon an ideal of health, harmony, and beauty, and you will become more healthy, har-

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monious, and beautiful with every added year. Every one has some image which his higher consciousness holds before him, inviting him to copy. Be sure this image in your case is one that will lift you into greater freedom, more harmonious living, and a happier mental and physical condition.

Some say: "I cannot help my thoughts." But this is a mistake, for you can control your thinking as well as your acting. You can dictate to your brain as you would to a child, and compel its obedience with greater alacrity than you can that of any child. Start every morning and give your brain orders for the day, as you would your servant or amanuensis, and see that it obeys you. In a short time you will be surprised at its promptness and the power this will give you in any field of operation.

The state holds you responsible for your acts. Your thoughts are the authors of your acts, hence the responsibility of thinking and controlling your thoughts.

Master your mind. You can, if you will. Then you will master most of the troubles of your life, and bring to every day's operations a success, satisfaction, and joy you never before experienced.

PERCEPTION

NOW, if we train the mind to think, we must train the eye to perceive, for with the eye we take in the objects we are to think about.

An attentive perception properly directed may be considered as one of the most important elements in acquiring knowledge, and there is no attribute of greater value in training the mind than a live perception turned into useful channels.

A wide-awake perceptive faculty is necessary if we would succeed in winning anything in this world. There can be no real progress without it.

Man is born with this faculty, as every mother and father has discovered by the worrying interrogations of the small boy, who often gets on the nerves with his unanswerable queries.

It is unfortunate that this faculty is allowed to go to sleep in middle life and old age. How few people ever gather the information they should from their observations. They pass through the historical and most distinguished

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parts of this world as they would through a dark tunnel, never bringing anything out on the other side. I went through one of the most famous museums in the world with a friend whose only remark was that the stuffed monkeys were very natural. I have stood gazing in admiration at a wonderful painting and heard people say: "It was a waste of money putting such a rich frame on a chromo." People visit great exhibitions, spend days in the various halls, and leave without any mental pictures of the wonderful sights which could be stored up in the memory for future use. There are persons who can pass through a magnificent garden where the flowers in all their beauty and variety of color are sending forth their sweet fragrance on the summer breezes, and never see the real beauty of the handiwork of the Great Painter.

The boy who would succeed in school, shop, store, or office must have a live perception. The man who would win in business or profession must be wide awake to observe. The soldier who would distinguish himself on land or sea must be alive to his environment. A live perception is necessary to the artist, the writer, the traveller, the student, and the teacher.

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Books are all right in their place, but they never can and never will fill the place of perception, for the knowledge which a man receives through his observations will be more thorough and lasting than that obtained from books alone. Some of the most intelligent and broad-minded men I ever met did not attend any school and had read very few books. They had received their knowledge through their perceptive faculties, and could describe the important places in the different countries with an accuracy that would surprise even an expert historian.

If a man depends upon books only for his knowledge of countries, individuals, cities, animals, birds, natural scenery, and many other subjects and objects, he will have very imperfect ideas and conceptions of each and all of them.

Book knowledge supplemented and corroborated by perception is the most interesting, perfect, and permanent.

If you would train yourself to have an intelligent perception, take an individual for a subject. Describe the face upon paper; pay particular attention to details, such as the forehead, nose, eyes, cheeks, chin, mouth, and other

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points which interest you, and go over the description again and again. In this way you will know more about this individual in a few days than you would in twenty years living beside him.

It will not do to give attention to this exercise occasionally, but it must be continued daily to arrive at any degree of perfection.

The perception may be so developed as to take in a number of objects at the same time. For example, you may see a card with ten figures on it and train your eye to take them all in at one glance, so that you may be able to name each figure; or look at a table laden with fruit, and call the name of each fruit after one glance at the table. This is an excellent and very interesting exercise.

MEMORY

WE have learned that through the faculty of perception we have acquired very much information, but we must learn to keep the mental pictures we have observed or formed from our perceptions. It is not enough to view a beautiful scene and have it vanish from our mind, thus leaving us nothing for future use. We must remember it, put it away on the shelf of our mind, so that we may reach for it at any time in the future when we need it.

The faculty of perception is then useful to us only through the memory. Perception and memory go hand in hand. The perceiving, acquiring, and storing of knowledge would be useless labor if we did not possess the power to bring out and display our fund of knowledge when we desired. We must have perceived anything very clearly to remember it, and the clearer the perception is, the better will be the impression on the mind and the more readily will the scene be recalled.

We should train the mind to paint pictures of scenery or objects we wish to remember.

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The best builders are those who have the building constructed in their minds before they start the foundation. If we would remember a fact, we should associate it with some old one we already have in store, and this act will serve to concentrate attention and thus secure it in the chambers of the mind.

One of the best methods with which to train the memory is comparison, if the subjects we wish to remember have any likeness to an old fact with which we are familiar.

If we wish to remember a name, associate it with some other name that is well known to us, and we will be able to recall it very readily. Often we can recall a name by going over the alphabet, and when we reach the letter that stands as the initial for this name, we immediately remember it. Or if the fact we wish to remember belongs to a certain class, we easily remember it as an individual of that class.

But in order to have any fact retained by the memory, it must be carefully thought over and put away in a recess of the mind and taken down often so as to become familiar with it.

There is no modern plan for improving the memory with a few lessons so as to produce wonderful results, and all claims made in this

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respect are of no value whatever. Only by care, patience, and continual practice can a good memory be developed.

You might as well expect a good singer to be produced by a few lessons. It takes time to train the voice, and then it takes time to keep the voice in condition. So with the memory. It is only by training and constant practice that the memory can be made to retain facts that can be reproduced at will. Repeatedly handling a fact will make the mind so familiar with it that at will it can be reproduced. As a student can be so familiar with his books that he can go to his library even in the dark and take down the book he desires, so may a man with facts he has stored in his mind take down any one he desires at any time.

As we naturally accomplish much more when our tasks are to our liking, we should endeavor to pursue some line of study that is very interesting and thus would be more easily remembered. But in order to retain our knowledge, we must fix our attention upon it, for without attention the impressions upon the brain cells will not be very sharp and thus will not be lasting.

Reading and study are useless if we do not

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fix our attention upon the subject matter. It is a common saying that when a student passes up from one year's course to another in college, he forgets what he has already gone over; and as a stupid, careless traveller may go around the world and bring back nothing but a hazy "It is wonderful," so the young man or woman may go through college and bring out nothing but a conglomerate that is useless.

Much of the so-called education of to-day unfits the mind for real work or service in life, because the student not only does not get mind training, but gets no fund of knowledge which can be used in the years to come. His mind is like a sieve; every thought and fact passes through it. This is the reason that a great number of college graduates are practically useless in the business world. Drifting from place to place, they are unable to earn enough for clothing and food, and thus bring reproach upon higher education. Every large city has a list of useless college men who have not been able to fit into any recess in the great building of the brotherhood of man. They are like the broken bricks and splintered timbers at a building, which have been thrown aside as waste material. Heaps of human waste material are

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cast away every year by the business world and progressive societies as useless.

Better read one book or study one subject and master it so that it can be utilized in the future, than go through half a dozen college courses and be unfit for the tasks of life.

IMAGINATION

ANOTHER faculty that should be cultivated is the imagination. Some people think the imagination should not receive much attention because it sometimes runs wild into delusions. They scoff at the man who builds castles in the air which never can be put upon stone foundations on the earth. But it is a proved fact that a man cannot be great who has not a cultivated imagination.

No painter, architect, designer, builder, or business man can be a success who has not a good imagination that enables him to see the picture, design, or plan in his mind before it is placed on paper or appears a reality.

It is impossible for a man to be a good mechanic without the operation of the imagination which sees the intricate machine completed and running before he lifts a tool or turns a lathe.

He must make a mental picture of his work before he does it. If not, he will fail.

The architect erects his building in his imagination before he puts his plan on paper or has a

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tool lifted for construction. The successful story writer beholds the subject which he is about to describe, live, and act before he takes a pen or writes a line. The landscape gardener sees his whole layout before a shovel of earth is moved or a flower is planted. If you would cultivate your imagination, draw a picture in your mind, put it upon paper, describe it minutely, whether forest, river, plain, or any object or scene. Write it over and over again, and you will be surprised what a mental painter you will become.

The great engineer saw the Panama Canal in his imagination before a rock was moved or a spade was used. The architect saw the skyscraper lift its lofty head into the clouds before he made a plan or drew a specification. All the great leaders of civilization were men of strong imagination, and their faith in the castles they built in their minds constructed cities and real palaces on sea and on land. They built the mighty ships, bridged the rivers, tunnelled the mountains, spoke around the earth, and fathered all the great enterprises of our civilization.

The most useful in this world are those who can look into the future and see the things that

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are to be which shall emancipate the man, elevate the woman, and lift humanity into light, happiness, and contentment.

The extremely conservative man would repress all imagination and call its pictures impracticable. Thus he has disparaged the advance propositions of all the great engineers and inventors of the past century.

Were it not for the imagination, we would not have the telephone, electric light, wireless telegraphy, and the hundreds of other modern conveniences that have made living a pleasure and comfort in civilized lands. Through the operation of the imagination, many a poor man has lifted himself out of the dingy shop to head a gigantic enterprise with millions of capital.

Think of the great men of the past fifty years in this beautiful land of ours that have risen from insignificant positions and locations amid the jeers and scoffs of pessimistic companions, to surprise the world with their startling inventions which have been blessings to mankind. All the great inventions are the results of the seed pictures in the mind. The imagination is the father of all architecture and art, great public works, and great nations. How much of our own beautiful country is the result of the

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vivid dreams of Lincoln, Washington, and other leading statesmen, whose minds saw this mighty nation rising on this continent, attracting the world, standing above the nations of the earth financially, industriously, morally, and leading all mankind to that which is great, lovely, and good!

The most delightful and cheering faculty we have is the imagination. It lifts us out of the common drudgery of life and puts us in an Eden of beauty, where the air is laden with the fragrance of the flowers, and where fruit may be picked from a tree of life which gives us new feelings, fresh desires, and bright hopes for the great future. How precious is this faculty that elevates us above the trials, troubles, and perplexing environments of to-day into the bright, cheerful, healthy enrichments of to-morrow!

Cultivate your imagination; encourage it; try to make its pictures living ones, lasting ones; for as your mental pictures are, so will your future be. You will never rise above them. Your hopes and anticipations will never reach beyond them, and your life will never be more beautiful than the mental pictures you make of it. Thus you should aspire high, anticipate great things, and then aim for them.

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For it is this mental, creative power that will ultimately lift man to his highest level and greatest achievement.

Our mental operations create our conditions, and as the artist paints a picture of life, love, and beauty, which raises the beholder into the spirit of the magnificent scene, so may you by your mental attitude raise yourself into conditions of health, love, joy, peace, and prosperity never before enjoyed.

HEALTH

CULTIVATE your imagination with reference to your health. There is a malady called "IMAGINITUS," which means that people who are not ill imagine they are. If you think you are ill, you will certainly feel ill. People have been made very sick by being told their appearance showed symptoms of a dangerous disease. Thoughts and pictures affect the mind, and what depresses the mind disturbs the digestive organs, the nervous system, and the circulation. Avoid pictures of poverty, distress, and despair, if possible, and paint with your mind pictures of health, life, love, and beauty.

Imaginitus is the cause of most of the troubles and illness of mankind. Its influence has kept great numbers in misery on earth and sends thousands every year to premature graves.

The imaginitus victim always sees dire happenings in the future, and fears for his health, happiness, and prosperity. He seems to delight in painting blue ruin pictures and looking into

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your face with a visage of calamity. He loves to talk of sickness and death, and can see more signs and symptoms of diseases than the medical profession has yet discovered. He delights to pull down the shades in his room, to walk on the dark side of the street, and to tell of the dreadful things that have happened in the past, and may happen in the future. He pictures the monster fate clouding his brightest prospects, blasting all his hopes, and snuffing out the sunshine of life itself. He thinks dark thoughts, and thus his mental pictures must be dark and affect his whole being.

If you would have good digestion and strong nerves, let your imagination run in cheerful channels, increasing your faith, filling you with hope, and relieving you of everything that would disturb your comfort and peace.

You were made to be healthy, prosperous, and happy, and if you believe this, you will not fail to come into the possession of the good things of this beautiful world. "For according to your faith, be it unto you." If you are a believer, you can lift yourself, if you will, above the material conditions that you are in. In this respect I am not advocating any special healing cult or cults, though I do not condemn them in

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some of their teachings, for they have had a powerful influence in the care and treatment of nervous diseases.

Numerous cases in this country are witnesses to-day to the wonderful influence of mind over matter.

Doctors may laugh and sceptics may scoff at the many reported cures by mental or faith healing, and say they are not genuine; but in this they are mistaken, for faith healing is as old as man's troubles. That people can lift themselves by faith above their nervous ailments, into health and happiness, is no longer doubted by the broad-minded, intelligent men and women of to-day, even in the medical profession.

Terrible distressing maladies which the united wisdom and experience of competent physicians of the most advanced schools of medicine could not cure have been relieved by the mental or faith healer, who lifted the patient above the material and physical into the enjoyment of health and happiness through the operation of the mind. And this is not new, for long before we heard of the science healing cults of to-day, there were doctors who discovered the futility of using medicines to relieve certain nervous

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cases, and who gave those patients drugless treatment with suggestions which proved successful in relieving their troubles and bringing them back to the enjoyment of health and happiness. The growth of mental healing has been so rapid in the beginning of this, the twentieth century, that the medical profession has begun to look upon it with considerable favor and give it a place in therapeutics.

Numerous cases are known in many parts of the world which have been raised out of conditions of suffering and despair into new life, health, and constant joy by the exercise of the mind. By thoughts divine, we may ascend

Unto the promised land,
Our birthright to possess,
And in a healthy body stand
All free from pain and stress.

Mind and body are a team that always pull together, and if your mind is full of sunny thoughts, producing cheer, your body will not be very ill.

The influence of the mind on digestion, blood circulation, and sleep is well known. An unexpected disaster, or trouble, distressing news, or unfavorable expression by some friend or

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physician about your appearance will rob you of rest, unfit the organs of your body for their work, and destroy every useful effort which you would like to put forth. This being the case, you should banish fear from your mind and the calamity peddler from your society, even though he comes with pretended sympathy and free help for your thought-made troubles.

You should especially avoid the advertised cure-all remedies and their free trials, and the food faddist with his fasts and menus of easily digested foods. They have been most successful promoters of fear, doubt, insomnia, and indigestion.

Nourishing food you must have and must eat daily if you would live, but avoid the faddists with their conflicting menus, which keep thousands of nervous persons in quandaries all the time, not knowing what to eat and what to avoid eating.

Banish all the fear-mongers from your mind and allow your intelligence to do some work for you in selecting good, nourishing edibles which you will enjoy. Take moderate exercise in the beautiful sunshine. Choose cheerful company only, and fill your mind with happy, healthy thoughts,

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Then life will be a pleasure here,
When you are freed from doubt and fear.

Indigestion with its attendant troubles is said to be the most common aggravating enemy of man, and yet he may be freed from it easily, and live free from it. Only the worried, thoughtless, lazy, careless individual will be troubled with this disturber of man's comforts.

If you are troubled at any time with indigestion, you will not have far to look for the cause of it, and if you will use the intelligence your Creator gave, you will discover that you do not have to go to a drug store or a doctor for a remedy.

RELIGION, BIGOTRY, AND TROUBLE

IT is well known to every man that the troubles which we often have, we bring upon ourselves, just because we expect them and look for them as we do for a visitor, and feel rather disappointed when they do not arrive. Some people are so intent on looking for Mr. Trouble, they never see Miss Happy when she calls. There are some religious people who appear to think it is a good sign of their sincerity to have doubts and fears torment them, and to go through life with mournful-looking faces which indicate apparently that they regret living in this beautiful world.

A little city girl was taken to the country to spend the summer with a very devout woman, whose home was called "heaven on earth" by the religious orders. After a month's stay the little one wrote home and said she had seen all the heaven she wanted, and would like a change to some other place.

This is a great mistake which many religious people make in trying to wear a melancholic face in opposition to the teaching of the good

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book, in which they profess to believe, and which says: "Rejoice evermore and in everything give thanks."

Regarding the physical welfare of her people and the world at large, the church has been living far beneath her privilege and duty. Instead of being as she should, an institution for generating health, hope, and cheer, she has in many cases disseminated sorrow, doubts, and fears. Instead of being a great hygienic organization, healing body, mind, soul, and spirit, as the original church was, she has preached to her people that all must be made perfect through suffering, and this fearful, worrying, solemn suffering thought has kept thousands in misery, dread, and darkness, and prevented other thousands from coming into the light of the divine life, where nothing can molest or make afraid. Instead of teaching her people to realize their birthright, the right to all the good things of this life here, as well as the riches of that which is to come, she has taught that the Great Loving Father, the Author of all good, is also the Author of many of their trials, troubles, and afflictions, which they claim He sends upon them for their good. Instead of following the example of the healing Christ

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and His disciples in restoring body, mind, and soul, she has in many cases tabooed all mental and faith healings and branded them as the works of the devil.

If the churches of the last half-century had done their duty as healers to their people and humanity, we would not have the healing cults of to-day teaching a legion of doctrines; and every church would be a healing society, lifting weary, sad, and afflicted humanity into health, prosperity, and happiness.

But the ancient medicine thought had gotten such a firm hold upon them, it blinded their minds to the real truth as taught and illustrated in the Bible in the story of the poor woman who spent all her living on physicians, and only grew worse, as many a modern woman has done.

The Bible contains scores of examples of body healing, and gives explicit instructions regarding the matter. It is not necessary for any man or woman to leave his or her church home and join any special cult in order to be healed, for they can by faith lift themselves into health and comfort in any fold if they will. "Wilt thou be made whole?" said the Master Healer, but the man answered and said: "I

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haven't any man to help me into yonder angel consecrated fountain." "Arise," said the Healer, "take up thy bed and walk," and the man was healed where he was. He did not have to join any healing society. When he was commanded to arise, he had faith that he could get up, and immediately arose.

The objectors to churches being healing societies should read the farewell address of the Great Teacher to His disciples and to those who would believe through their teachings and learn that one of their duties was: "They shall lay their hands on the sick and they shall recover." If we are to judge from appearances, many of the churches and their clergy do not believe in this kind of work, and have no faith in it. They wilfully reject the command of their Master, and by their actions limit the work of the Almighty. The Divine Healer said: "If the believer had faith as a grain of mustard seed, he could work miracles, even move mountains, by word of command"; but the faith of the modern clergyman does not appear to be as large as the millionth part of a mustard seed, if we are to judge of his success in healing anything, or removing anything, except his stipend from his hearers' pockets.

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It is an easy matter for some faithless churchman, or form-bound minister, to sneer at mental or faith healing, and call the adherents to this belief "deluded mortals," but only an ignoramus or a bigot will do this in the face of its successes among intelligent men and women the past ten years. And he is a religious bigot or a jealous physician who will say that mental healing has not had considerable success in the treatment of functional nervous disorders.

There are some good, sincere people who act as if they believe that every person who professes, teaches, and practises anything different from their views must be wrong. They pre-judge everything that does not fit into their little, narrow, antiquated model which was designed by their forefathers. Prejudice is non-progressive, destructive, and foolish.

A fire was discovered in a livery barn one evening in the suburbs of a small city in Kansas. Three men rushed into the barn to remove the animals and conveyances, all of which were quickly rescued except a large, valuable mule which was in a box stall. The three men tried to lead or drive the brute to safety, but it declined, and declined in such an emphatic manner that it kicked two of the men through the stall parti-

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tion, preparing them for the hospital, and the third had to take a week's vacation to nurse his bruises. The mule perished in the barn because of his prejudice. The stupid, stubborn, foolish beast pre-judged the men's motives. I have seen many men act just as foolishly with respect to some matters that affect mankind, as this mule did in regard to his safety. They have a mulish prejudice against every proposition that is not in line with their professional views. They will accept anything that is called orthodox, no matter how it has failed to give satisfaction, but refuse everything outside of their narrow beliefs, no matter how beneficial it has been to some. They do not give credit to others for having any intelligence or judgment whatever. Prejudice crucified Jesus Christ, and has killed thousands since His day. There is no man so stupidly ignorant as the man who refuses to learn or even listen to something different from his established opinions.

The great Biblical logician said: "Prove all things: hold fast to that which is good." But prejudice says: "Reject everything not in accord with orthodoxy or standard teaching." In matters of religion and therapeutics, men have been very reluctant about making changes from

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the antiquated customs and practices of the fathers. Almost every change has been stubbornly fought by conservatives, who always oppose progress and close their eyes and ears to the light and knowledge which might reach their brains and lift them out of the delusions and superstitions of the past.

Almost every man has a faith of some kind, but some people's beliefs are like barren lands, which produce nothing but sand to blind the eyes of the owners. The man who is mentally blind because of his faith will not come to the light, for he wills to remain in darkness. The Master Healer said: "Ye will not come unto Me that ye might have life." And He declared that among His own brethren He could not do many mighty works because of their unbelief.

By these expressions of the Greatest Physician the world has ever seen, we learn His estimate of faith and will.

Some sceptical people say we cannot remove a diseased condition by faith and will, because we cannot change the course of nature. Only the superficial thinker will make this statement, for by our manner of life we are changing the course of nature every day.

Any functional nervous disease is an obstacle

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in the course of nature, and has been placed there by some one's mental action. But it can be removed at will, if faith and will are used as the instruments to put it out of the way.

Faith is the great lever that lifts man out of doubts, fears, and diseases and plants him "By the river of life, where he shall bring forth his fruit in his season, his leaf also shall not wither, and whatsoever he doeth shall prosper."

The cause of the largest number of nervous diseases is said to be fear. But why should a believer fear anything? Why should he dread the future or anything that might come to him to-morrow, next week, or next year, if he is living by faith, as he should? This is the real proof as to whether a man has genuine faith or not. A man's faith, like his thoughts, will show in his life. "By their fruits ye shall know them."

If we can prevent troubles and disasters, we should block them at once, but as most of the troubles and disasters which we have feared have never come, we have no right to waste a moment of precious time in discussing or dreading them.

With a determined will, banish fear from your mind as you would a fox from your chick-

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en coop; for as the fox will destroy and devour all of value in your coop, so fear will kill all happiness and joy and destroy even life itself.

Trouble is like a cub lion: the more you care for it and feed it, the larger and more dangerous it will become.

Drive out every fear of trouble and doubt as to your ability to overcome the conditions which seem to entrench about you, and determine to win the objects of your desires.

Ever dwell in calm security, knowing that, through the Infinite, you are superior to your environments, supreme over your conditions, and cannot be made a slave to any dark, dismal distress manufactured by the alarmist. Ever keep before you this fact: "As a man thinketh in his heart, so is he."

THE WILL

NEXT we will consider the will in its relation to our character. We all know what it is to will, but how and when to use the will as a power in our lives is the important fact.

The will may be defined in many ways, and by many terms, but they will all result in the same conclusion, that the will is the mental dynamo that drives the man. It is seen very prominently in every successful man and woman. It is written in the face of every great captain of industry. It flashes from the eye of every great soldier and statesman. It is the chief distinction between men as we see them in the business world. The successful man has willed to succeed, while the failure has refused to exercise his will at the opportune time, when a positive decision was necessary.

Our success or non-success will be according to how we have willed. The Great Teacher said: "Be it unto thee even as thou wilt," and this is as true to-day as it was two thousand years ago.

Your measure of knowledge, health, and happiness will be according to what you have

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willed. Many a man of fine intellectual power, cultivated perception, and brilliant thoughts, lacks decision and the power to say: "Yes, I will, this moment."

Lack of will power is sure to bring failure to our daily plans and exercises, and will reduce the efficiency of our efforts.

A small boy was told by his teacher to use his will in getting up his lessons. He replied that he did not have any will, as his mother had said she had broken it when he was a year old. It is a great mistake to try to break any person's will, even that of a child. It should be guided into useful channels, for without it man is useless.

A decisive will is a very important mental phenomenon that should be cultivated. The habit of postponing everything when the mind sees the wisdom of acting is ruinous to mental character, health, and prosperity. All other mental faculties lie behind the will and await its action.

Man who fears to say "I will" accomplishes nothing of importance in the world and lives a drone-like existence. The determination which enables a man to say "I'll do it" is what sets one man above another in business, politics, and

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religion. Many a man of very ordinary ability makes a great leader because of the power of his will to act without delay. Will makes a man a giant among men, lifting him above his fellows, and changing the whole course of his life. Will ever leads and controls in every society, corporation, and business, in every city, state, and nation, and turns the impossible into the easy task; for nothing seems to be impossible to the man who believes and wills.

Whether the man be a general, a statesman, or a captain of industry, the will must assert itself that the man may lead and govern. Difficulties may be great, obstacles may be many, and barriers may be high, but the man with a persistent will is sure to win. Persistent willing is the distinguishing characteristic of all successful men. Look at the warriors of American history, or the business giants of our country who have risen from seclusion to the most prominent places in this land by their positive persistent wills! And this does not mean they went blindly ahead, but rather exercised common sense in the use of their wills. They were satisfied they were right and courageously pressed forward to victory.

Every neighborhood has examples of such

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men, whose acts leave imprints on the tablets of time, which can be read by the people of their day, and will be by the generations yet unborn. Will power always makes leaders. If you would be a leader, you must show determination and assert your personality, for only by these means can you command the respect of those around you. Get the habit of leaning upon others and depending upon their thought and action, and you will never have a personality, but will always be simply an attachment to society, and you may not be a very ornamental attachment either.

If you would develop your mental powers and be a real personality, avoid doing always as others do. You are an individual and should always assert yourself in every kind of society or business in which you are interested.

The human hog whose dominant will would ride over the rights of others is generally despised, but not more than the insipid creature who never shows he has a mind of his own or a will to carry out anything. Be an individual supreme in yourself. This is not easy at first, but constant attention will develop you. Do correct things that are difficult to perform, and you will grow stronger with every act. Noth-

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ing tends to develop the person who has patience and determined will, as opposition, and as the man who rows up-stream makes his muscle stronger by so doing, so the man who performs unpleasant tasks increases his mental muscle, making him strong and ready for the battles of life. A man never grows mentally, morally, or physically, without labor or testing exercise; so you cannot have your faculties grow and increase in power by always doing the enjoyable, easy things.

Some people would remove all the obstacles from the pathway of man, so that the good things of this world, health and prosperity, would come to him without any strenuous effort on his part. By this plan many a rich father, who rose from poverty, ruined his son, and many a well-meaning mother spoiled her boy or girl. Make the young man and woman hot-house plants, and they will be unhealthy weaklings in business fields, amid the trying storms of competition, or under the scorching sun of moral or social criticism.

Any person can give time and attention to an agreeable, enjoyable matter, but it takes will power to face a subject which may develop strong opposition.

FEELINGS

WE hear people almost every day give the excuse for not doing their duty, saying: "I do not feel like it." This excuse has killed great opportunities for many who might have been giant successes in business and professions. It has blocked the way, impeded the progress, and blasted the prospects of millions of persons, now worthless, who should have been healthy, prosperous, and happy.

Many a woman neglects to care for her health and appearance because she does not feel like it. It takes time, patience, and will power to be able to make an attractive appearance, and yet every woman, rich or poor, may make herself attractive if she will. A clean, cheerful, healthy, happy face is always attractive, and you may possess it if you will. Pay the price of effort and time and you will have your reward.

Health also demands that you give it time and attention, or it may leave you, for, like a loving companion, it is very jealous of your attentions to other things if you neglect its demands. Health will not stay with you un-

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less you treat it right. If you give all your time to business cares and neglect to take an active interest in health or allow it a place in your thoughts, it will refuse to be your companion longer and leave you to mourn in loneliness and despair. You may enjoy good health if you will think of it, act for it, and live for it.

Others have feelings of pride that will not allow them to perform certain kinds of honorable work by which they might earn a good living. Some people would rather starve than employ their time profitably in some business where they would have to soil their hands, or solicit orders for a useful line of goods.

A lawyer who could not make a living in his profession came to me for advice as to what he had better do. I suggested to him a position as salesman for a household article for which he had secured the patent for a client. "O," he said, "my dignity would not allow me to engage in such employment." False pride is the curse of many professional men. It blinds the minds, dwarfs the talents, fetters the wills, and destroys the energies of those who otherwise might be very influential and useful.

All legitimate work is honorable, and the man who is starving or in want, when he could get

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honorable employment at reasonable wages which he refuses because he dislikes the work, deserves little sympathy and no gratuities. The business world always has a place for the man who is ready to take hold of the first opportunity to work that is offered, and is ready to promote the man who does his work in a highly efficient manner. Lack of efficiency is the real cause of many people being out of employment, or being kept in menial positions. They are wilfully incompetent. Wilful incompetency is seen in every vocation, from the kitchen maid to the society leader, and from the street sweeper to the bishop. In fact it is only a small minority who do their work in an efficient manner. Incompleteness is the prominent characteristic seen everywhere, in the kitchen, the shop, the store, the court room, and the church. No trade or profession escapes it, and this is the reason for the constant demand for efficient men and women. The stairway door is always open for the competent man or woman to ascend, and the invitation to come up higher is written upon every step.

It is a great mistake to allow your feelings to overcome you. The man or woman who always acts on feelings will make numerous mistakes,

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cause many troubles, and be unfaithful in the important duties of life. Feelings without a strong mental check-rein are like the balky or untamed steed which throws the rider on the rocks. Large numbers of men and women are thrown every day by acting according to their feelings, regardless of profit, good sense, or judgment. They neglect duty, disregard warnings, default in engagements, all of which are unprofitable and very injurious to mental character.

The feelings of jealousy and envy are two of the worst enemies of the human family. They are seen in every tribe, race, and nation. These twin sisters of destruction are the most common, unreasonable, blinding, damaging pests of our race, because they quickly change an angel of love into a fiend, a sane, intelligent being into a lunatic, and an earthly paradise into a hell. They destroy health, wealth, and wisdom without any reason whatever.

There are those who envy others because of their wealth, their clothing, their advantages, their associations, and their appearance. But what does their envy yield them? Nothing but misery of the most aggravating character. And yet I have seen people wrought up with this

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mischief-maker until their health was injured, their happiness destroyed, and their business ruined.

Since it will not bring you any profit, why should you envy any one what he possesses? If his wealth was obtained by honest means and is being used in useful channels, you should admire him.

If his possessions have been accumulated by the dishonest methods of an ancestor who heaped up riches for his untried, undeveloped son to spend in gratifying his animal appetites and desires, you should pity this poor drone of society, who has been made useless and worthless in this world by a foolish father who raised him for amusement and enjoyment alone until death should end his career.

As there is nothing to be gained and much to be lost by envy and jealousy, you should drive these two spirits of darkness from your mental chambers, and never permit them to be entertained or harbored there for a moment.

Angry passions are also responsible for much of the suffering and unhappiness of man. They cause dyspepsia, apoplexy, insomnia, and scores of other troubles which harass the lives and prematurely end the careers of many.

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But individual mastery is the power which keeps the mind at equilibrium, and is the most efficient qualification that any mind can possess. It is independent of conditions and environments and holds us in the face of fire and storm. It cows the blustering mob and frustrates the designs of the most blatant demagogue in the discussion of any public question.

It brings satisfaction, peace, and power to its possessor, and wins the admiration of the most hostile foe.

The Biblical statement is that "He that ruleth his own spirit is greater than he that taketh a city." This is absolutely true.

Feelings are useful and a valuable asset when controlled by common sense, judgment, and the will, and without them a man or a woman would be a human iceberg, but they must always be the servant and never the master of the man.

Every faculty which the Great Creator endowed man with was intended to be used for his happiness. Thus the emotions, when properly controlled, should elevate and cheer man and bring him into harmony with the Divine.

Many people complain of the lack of control of their feelings and believe it is not always possible to master them. This is a shameful admis-

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sion for any man or woman to make. The laws of our land hold every sane man responsible for his acts, but what he does without the consent of his will is not his own act, but that of the power which compelled him. But no power can force us or control us without the consent of our wills if we are free.

No one can make us unhappy unless we are willing to allow him to do so, and if we are linked to the Divine, which is our privilege and our duty, no condition or influence whatever can force us to be unhappy. "If God," the source of all happiness, "be for us, who can be against us?"

When we come into this harmony with the Divine and are conscious of this great principle within us, which is supreme over all material things, we rise to the highest point of our efficiency, where nothing can daunt us or make us afraid, and where the darkest clouds become transparent and the loudest thunders music to our souls.

When we are master of ourselves, as we should be, we will never allow a thought to dwell in our minds that will disturb our peace. As we would protect our homes from the robber, who would steal our valuables, so should

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we protect our minds from destructive thoughts that would rob us of health, happiness, and peace.

Never allow doubts and fears to enter your mind, as they are certain to unfit you for the duties of life and wreck the brightest hopes of the most optimistic.

Bear in mind that whatever we allow our attention to dwell upon is sure to influence our mental and physical condition either toward that which is loving, cheering, and elevating, or toward that which is depressing, destructive, and degrading.

If we permit the sad, dark pictures of life to occupy our minds and monopolize our time and attention, they will soon affect our rest and digestion, reduce our efficiency, and destroy our comfort and usefulness.

ANTICIPATION AND SELF-CONFIDENCE

EVERY conscious man and animal has the desire for life and comfort, but man differs from the lower animals in that he is able to anticipate, and this anticipation of the future may be so directed as to lift him to the glories of a paradise or sink him to the dungeons of a Hades.

That which should be a blessing to man and make his daily life one of ecstasy, he often uses to manufacture troubles for himself. Man only by anticipation has the power to make his life miserable or happy. The pictures of the future which he paints for himself will make him what he is to be. They will bring him health, wealth, and wisdom, or sickness, poverty, and distress. They will fill him with faith, hope, and joy, or darkness, doubt, and despair.

Anticipation, oh, what an uplift it may be! We may derive a world of pleasure from anticipating what we are to become in the future. Anticipate health if you are sick; anticipate prosperity if you are in adversity; anticipate

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friendship if you are an outcast; then labor toward the objects of your anticipations.

The moment a man loses confidence in himself he is a failure, for doubt and fears never bring forth success. They are the enemies of progress and prosperity. No sane man with a desire to succeed will ever depreciate his abilities or his efforts, for the world will never put a higher estimate upon him than he does upon himself. Your companions will accept you at the value you have stamped upon yourself. Mentally acknowledge to yourself that you are no good and the world will read your estimate in your countenance and believe the record true. But resolve that you are a man with a purpose and with absolute faith in yourself, and you immediately rise in the estimation of your own mind and in that of those you will meet, and success will crown your every effort. The results of your work in any undertaking will be according to your faith in your own talents. Never admit to yourself or to any other person that your efforts might be a failure. Never acknowledge to yourself or to any other person that you are broke financially, morally, or physically. Do not believe such suggestions.

No matter how poor you may be, if you are

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determined to rise and will refuse to allow conditions to control you, no power on earth can keep you down. By constantly declaring that you fear no opposition and are the master of your mind and your abilities, you will conquer every foe, climb over every barrier, rise in the judgment of yourself and your fellow men, and win the objects of your desires and ambitions.

The world loves to boost a hero, especially if the hero has fought his way up against heavy odds. Examples of this may be seen in every county in America. You stand and applaud a victor as he rides through the streets in his magnificent equipage, and you envy him the laurels he has won, while you have the same elements of success in you which he has, if you would only use them.

When you undertake to do things which others have not the nerve to attempt, or the will to perform, you have inspired yourself, and this inspiration will fill you with an energy that will lift you above your fellows, and carry you beyond the bounds of your most sanguine expectations. An absolute faith in self overcomes every enemy, removes every barrier, and destroys every fort in the way of the progressive man.

SELF-ESTEEM AND AMBITION

SOME people find fault with a man for what they call self-esteem; but it is honest self-esteem that brings a man out of many of the disagreeable environments of every-day life, and gives him an individuality known and felt among his fellows. Self-esteem generates ambition, hope, faith, anticipation, and speeds a man on the way to success.

Lack of self-esteem is the weakness of many people in whole neighborhoods and municipalities. The old people say: "Why change the conditions which have been in existence so long? Let us live and die in peace." And the younger men have not the courage, self-confidence, and will power to say: "Away with all the antiquated, unhealthy conditions of the past, and let us have the modern improvements so beneficial to mankind."

A merchant in a small city built a beautiful modest home, in which he had a modern bathroom, the only one in the city. His neighbors shook their heads at such extravagance and declared the merchant would soon become a bank-

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rupt and his family unhealthy, bathing in clear, crystal water piped from a mountain spring.

How easily it is seen that conditions are thought-made. As your thoughts are, so will your conditions be. Optimistic thinking will lead to modern improvements, health, and prosperity, while pessimistic thinking will keep man in filth, disease, and despair.

If there is any person more dangerous and a greater curse to a community than another, it is the pessimist. He is like a mouse in a suffragette meeting—always causing trouble. He is more poisonous than the historic serpent that visited mother Eve in the Garden of Eden. The pessimist poisons commerce by destroying credit. He poisons progress by destroying faith. He poisons society by creating discord. He poisons the individual and causes disease and even death by mental suggestion. Pessimists are murderers of civilization, murderers of business, murderers of friendships, and destroyers of human life itself.

Drive out the pessimist and his doctrines, and have faith in your own individuality, in your own personality, acting in harmony with the Divine, and you will rise above the influences which surround you.

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And laugh the pessimist to scorn,
And all his hopes which are forlorn.

Some people say they cannot get above the conditions which surround them, which bind them as by the fetters of fate. They believe it was their misfortune that landed them in their unfavorable positions. How often we hear these complaints: "Fate is against me." "Luck has blocked my way." There is no such thing as luck. Conditions are thought-made, and if you are thinking and living as you should, you will have no bad fortune. Complainers point to persons who have risen to golden places in business, without any apparent effort on their part, and call them lucky. How do they know but that the parties they point to as having been lucky, have won their distinction by their own mental phenomena? If you are fettered by any condition that would impede your progress upward and onward, the thing to do is to get out of your bondage. Escape from your environment. If the field in which you are employed keeps you down, and prevents you from asserting your supremacy over your conditions, and hinders you from securing your desires and developing your abilities, then get out of all these

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circumstances that would hedge you in, even if you have to make a sacrifice to do so.

Many a distinguished man who became great and useful in the world and a blessing to humanity would have been useless and unheard of if he had always remained in the poor, undesirable conditions which surrounded him in his youth.

Many a farmer's boy

Desired a schooling privilege
Which seemed beyond his reach,
Where he might gain the knowledge
Which schools of science teach.

But his environment said it was impossible. His home demands said it was impossible. And if he had believed it impossible, he never would have distinguished himself as a great lawyer, an eloquent statesman, a wealthy merchant, or a brilliant inventor. Thoughts brought forth desires which crystallized into actions; and driven by a strong will, the man rose from his humble, rural home to surprise the nation with his enterprises and wealth.

There are mental giants who have allowed simple conditions to hamper their thoughts, cloud their perceptions, and destroy their de-

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sires and ambitions until they have become weaklings, and are useless to the world and to themselves, because they lacked self-esteem and the dynamic force of will.

If you would expand your faculties and fill the position for which nature has prepared you, you must not permit any material consideration to block your way. It may take a great deal of effort, concentration of thought, and material sacrifice to reach the object of your desires, but determined action and systematic thought will win the day. The majority of men and women who have shone as stars in business and professions have had to struggle upward. It is a fact that the pathway to knowledge, power, health, and prosperity is mountainous, with many projecting cliffs to stop our forward march, but earnest desire, patience, and persistent willing will reach the loftiest summit and win the longed for prize.

Lack of faith and fear of temporary loss have kept many a man from occupying the position he should fill and for which nature fitted him. He feared to make a change from his menial position lest he might not make good and should be thrown out of employment. But remember this, that He who gave you the ambition and

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desire to rise will not mock you in your struggle nor forsake you when you are in need.

For if He feeds the birds that cry,
And watches sparrows when they die,
How much more shall He clothe and feed
The man He made, when he's in need.

Yoked to the Divine, we have no right to fear, no right to doubt or hesitate.

Possessed of life and light divine,
We will o'er all our troubles shine,
And be on earth supreme.

We cannot lay too much stress on the importance of right thinking. For if the character of our thoughts alters the structure of our brains, as leading scientists aver, we should be careful to permit only healthy, loving, elevating thoughts to lodge in our minds.

Our perceptive faculties should ever stand as guard at the door of our minds and call the attention of our wills to the character of the thoughts that desire to enter, and our wills should stop every impure, undesirable idea that would be unprofitable to us or the world.

Many may claim they lack that will power that would enable them to rid their minds of impure thoughts and accomplish their desires.

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They perceive what is necessary; they have a desire to do what they perceive to be right and profitable, but do not exercise their will power sufficiently to carry it out.

Many persons desire things and conditions which they never attempt to secure. They desire health, but hang onto the conditions of thought that make for illness. They desire friends, but refuse to show themselves friendly. They desire wealth, but continue to follow the rules which lead to failure. They desire prosperity, but live in dread of adversity. Desires that do not produce are like seeds that never germinate. They are dead and useless. Your desires will be no benefit to you if they do not get beyond feeling, and they will never get beyond feeling and be incorporated into anything useful and lasting, unless your will power, by dominant, persistent action, endeavors to gratify your desires in legitimate ways.

That you should give earnest attention to the development of your will is of the greatest importance, for without it you cannot have any measure of independence and influence. And this work may be accomplished in the prompt exercise of your will in the necessary duties of every-day life.

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The man who hesitates on these things or alters his course of thought and action with every fresh suggestion made to him will never win anything of importance, and his will will be like the shifting waves of the sea, tossed to and fro.

Hesitation and indecision are evident weaknesses in modern business life. These twin-brothers are ruining large numbers of individuals, corporations, and administrations. He who carries hesitation with him in his daily affairs cannot progress, and he who waits for some rich favor to drop into his hand will be disappointed. We should live in expectation of the good things that should come to us, but we should also work to secure them. It will not do to sit down and fold your arms and say: "The world owes me a living, and I am going to wait until I get it." That is what the drone bee says as he sits in the hive, living upon the product of the efforts of others; but his life is short and his end is tragic.

You possess the power within you to succeed. Then why not use it? Every sane man has the power of intelligence within him, capable of giving him health, prosperity, and making him supreme over all the foes of mankind. Do you believe it? Then be a living,

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positive force, and not a human chameleon, changing your condition with every new environment by which you may be surrounded.

Live a life full of kindness, patience, and unselfishness, which may be so indelibly written upon the rising generations around you that they will need no marble monument to perpetuate your memory when you have gone, because the beautiful character which you bequeathed to the world

Daily showed your heart and mind
In the lives you left behind.

Your career is a field which should produce a harvest of good ideas that should assist in enriching the world and elevating mankind. But if you have drifted on in life without anchoring on any permanent thought or concentrating upon any useful idea that will help you and others, then start at once, for you are never too old to begin.

The thoughts which you generate and cast upon the world will continue indefinitely, for the forces which you set in motion never cease to exert an influence, but keep on forever; hence the importance of the thoughts and actions which you scatter by the way as you go.

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Many a man makes a great mistake at fifty or sixty years of age, in deciding that he is an old man and should cease to work and take an interest in the affairs of life. Just at the time when his experience is an asset to the world, he sells out his interests or hands them over to others and retires from business

And sits and smokes his time away,
Awaiting death and funeral day,
While he might many years enjoy
In thought and heart just like a boy.

Yes, we might be boys at fifty, sixty, or seventy years of age, if we would think so, and live as we should, in the spirit of youth, taking an interest in the growth and development of the life that surrounds us.

But if you keep living in the past, reciting the reminiscences of former years and dreading the future and what it will bring, thinking and talking of decay, and expecting it to arrive, it will certainly come and bring with it a host of troubles that will cripple your limbs, kill your efficiency, sour your disposition, and make you a nuisance to all with whom you live.

I have known many characters, each of whom was a daily pest to his family and friends be-

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cause of the morose, crotchety, sour temper he developed while sitting rehearsing the history of his life, which generally was very uninteresting.

Never permit yourself to be elected to the society of the *has-beens* or *down-and-outs* of the world, for you are never permanently down if you are on top of the earth, and they cannot count you out if you are conscious and can think, speak, and will.

No matter how far down you have allowed yourself to be driven by circumstances, you can rise again and be supreme if you will.

If you decide to overcome the conditions which surround you, and will to rise, there is nothing that can prevent you. "Where there is a will, there is a way."

If the million *has-beens* of this country, who think they are *down-and-outs*, would only use their wills and suddenly rise, they would send a thrill through this world that would be felt to the uttermost parts of the earth.

There are latent forces enough pent up in the *has-beens* and *down-and-outs*, if they would will to use them, to lift the nations of the earth into an activity never before experienced or seen.

We hear much in these days of intensive

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farming, where the tiller of the soil so cultivates and fertilizes his land that he changes a barren, worthless tract into the most productive fields of earth, which yield abundant crops to reward him for his labor, and enrich the state and nation. So may the barren, neglected minds be developed, and by fresh desires and forceful wills be lifted to enrich the world with new thoughts, progressive ideas, and moral, elevating characters.

It is not only the delightful privilege of the *down-and-outs* to rise, but it is their duty, and the rewards which are in store for them are beyond human computation.

It is a great mistake for a man to think that because he failed in business and lost all his money, that he is ruined completely and permanently. No man is ruined completely who is in possession of a sound mind, and if he has, in addition to a sound mind, a healthy body, he is rich in resources that a will can make a great success of.

This big, busy world is full of golden opportunities, awaiting the man with a sound mind, a healthy body, and confidence enough in himself to take hold of one of them and hustle it into a profitable issue. Some of the most suc-

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cessful men in America have come up through failures, losses, and even bankruptcy, and finally won wealth, respect, and admiration.

The soldier who abandons the field on the first defeat is not a patriot and will never win promotion in the army of his country; nor does the business man who throws up his hands and says, "All is lost and I am ruined," just because he has made a loss or a failure in any line, deserve success or the respect and sympathy of his fellows.

I have seen a great man swept down by a money panic which brought down with him many of his friends and creditors who were much distressed and disheartened, but when they had their first meeting after the panic, and this great man said to his creditors, "Cheer up, we are going to rise again in the business world, and not only regain all we have lost, but advance far beyond anything we have ever had," he turned the tide of their affairs, which started up and onto success and victory that came in proportions far beyond their most sanguine expectations.

THE HUMAN FACE

THOUGHTS are seeds which germinate in the mind and bring forth their kind, which show up in the physical expression of the individual. Read the actions and faces of the people before you in a street car or in an audience room, and see how easily you can name the classes of thought they have held in their minds.

They may have supposed their thinking was secret, but on each countenance has been indelibly written a catalogue of the ideas their minds have entertained. Success or failure can easily be read in the actions and physiognomy of every man and woman, and this is why appearances favor or condemn persons as they step out upon the stage of life.

Appearance is a valuable asset to every man and woman, and should be guarded with care and improved, for it means success or failure in all lines of business and in every profession. A clean shave, fresh hair-cut, clean linen, polished shoes, and a smiling face have secured for many a man a good position, while the opposite have defeated all efforts to find employment.

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Civilization loves a smiling face and a clean, tidy appearance even in a rag-picker. The world has no use for an unkempt and discouraged-looking man. He is unwelcome in every business, profession, and society, and is a nuisance to himself and to his neighborhood. He carries such a hopeless look that he becomes a depressing influence wherever he goes, and is shunned by people. He is undesirable as an employee, companion, or neighbor.

But the world always has a place for the man who is full of hope. In the home, the factory, the market place, in society and politics, he is ever welcome, for his smiling face is an indicator which points to success.

Hope makes the darkest clouds transparent,
Freeing us from doubt and fear,
Makes the loudest thunders music,
Filling us with sunny cheer,

Hope is the brilliant star which lights up the pathway to happiness, health, wealth, and wisdom. It is the stimulator of the toil-worn workman, whose desires never pass the boundary of his little farm or the walls of his cottage home. It leads the prospector along paths where human feet have never trod, and bears up the

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traveller in his weary march. It nerves the soldier in his battle against his foe, and the sailor in his voyage o'er the sea.

We have no good reason to be discouraged when there is so much within our reach, so much we may claim as our own. For our birth-right includes abundance for body, mind, and spirit, and why should we hesitate about claiming our rights?

Many who were born in poverty believe they were intended to be poor and should be contented to live in a destitute condition. This is a great mistake. The Loving Father who sends His sunlight down upon all, without respect of persons and fans each human cheek with balmy air, will surely give them what they need, if at His table they will feed.

Learn a lesson from the plant as it persistently creeps around some dark obstacle to bathe its tiny head in the life-giving beams of the morning sun, that it may grow, bud, and blossom, so that this world may be the sweeter and more beautiful because of its life and presence on this earth. So should we mentally and physically step into the glorious light of the divine life, where our growth and development will not only bring us all the enjoyments of an

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earthly paradise, but also the pleasure of playing our part as best we can for the benefit of our fellow men.

If you would enjoy this life with all its interesting and profitable possibilities, be an asset in this world and not a liability. If you would be of any value, or would gain anything of value upon this planet, keep your mental dynamo, the will, in high-class order, that it may speed you on to greater and nobler things. For your usefulness, knowledge, power, and prosperity will be according to what you will them to be.

As I have seen many people who had apparently been off the track for years, bumping along over ties and rocks in the pathway of life, considered by themselves and others as failures and prospective liabilities, change their thinking and acting and become prosperous and happy, I am hopeful of any and every one who has a sound mind and a will to use it.

If you will hitch your abilities to a will electrified by a divine connection, nothing on earth can keep you down.

You will surely win success,
Health and wealth and blessedness.

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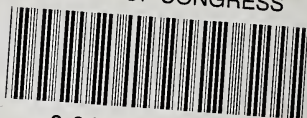
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